

# **The Growing Corporate Demand for Renewable Energy: A Customer-Led REvolution**

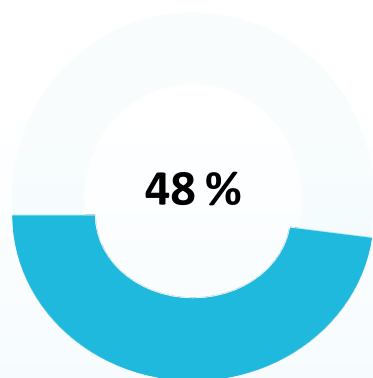
David Gardiner  
Nebraska Wind and Solar Conference  
November 14, 2017



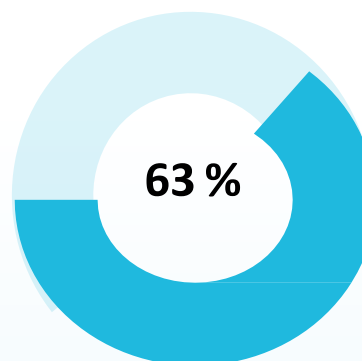
**D|G/A**  
David Gardiner and Associates

# Growing Corporate Renewable Energy & GHG Commitments

**Corporate Targets** to reduce GHG emissions, improve energy efficiency, or increase renewable energy are increasing.



Fortune 500



Fortune 100

**RE100:** 111 companies are committed to sourcing 100 percent power from renewable energy.

# The Customer-Led REvolution

## CORPORATE RENEWABLE ENERGY BUYERS' PRINCIPLES: INCREASING ACCESS TO RENEWABLE ENERGY

**65** COMPANIES

**48** MILLION MWH  
OF DEMAND FOR  
RENEWABLE ENERGY

**\$5** TRILLION IN  
MARKET CAP



RENEWABLE  
ENERGY  
BUYERS'  
PRINCIPLES



WORLD  
RESOURCES  
INSTITUTE

[www.buyersprinciples.org](http://www.buyersprinciples.org)

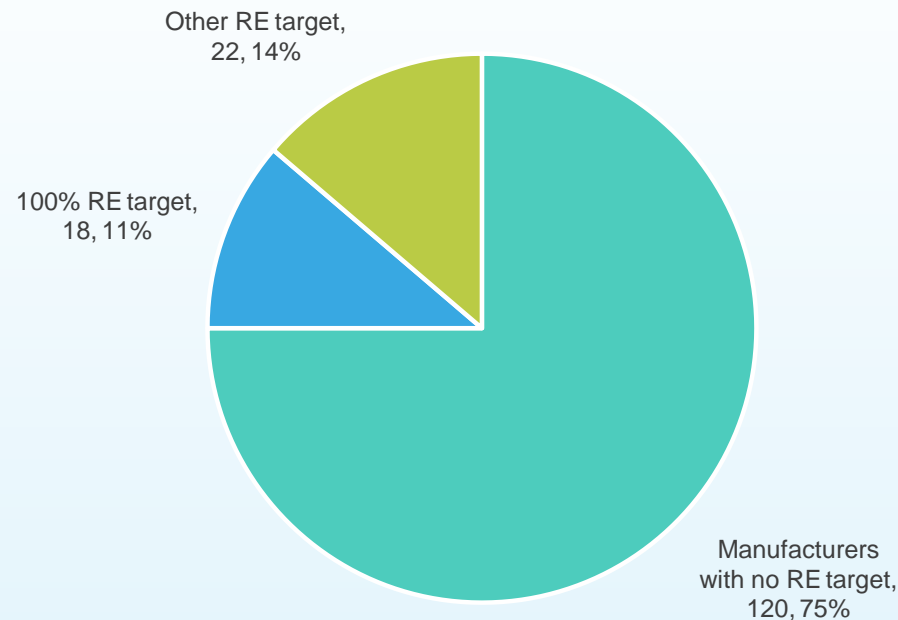
# Key Findings

## Manufacturers and Renewable Energy

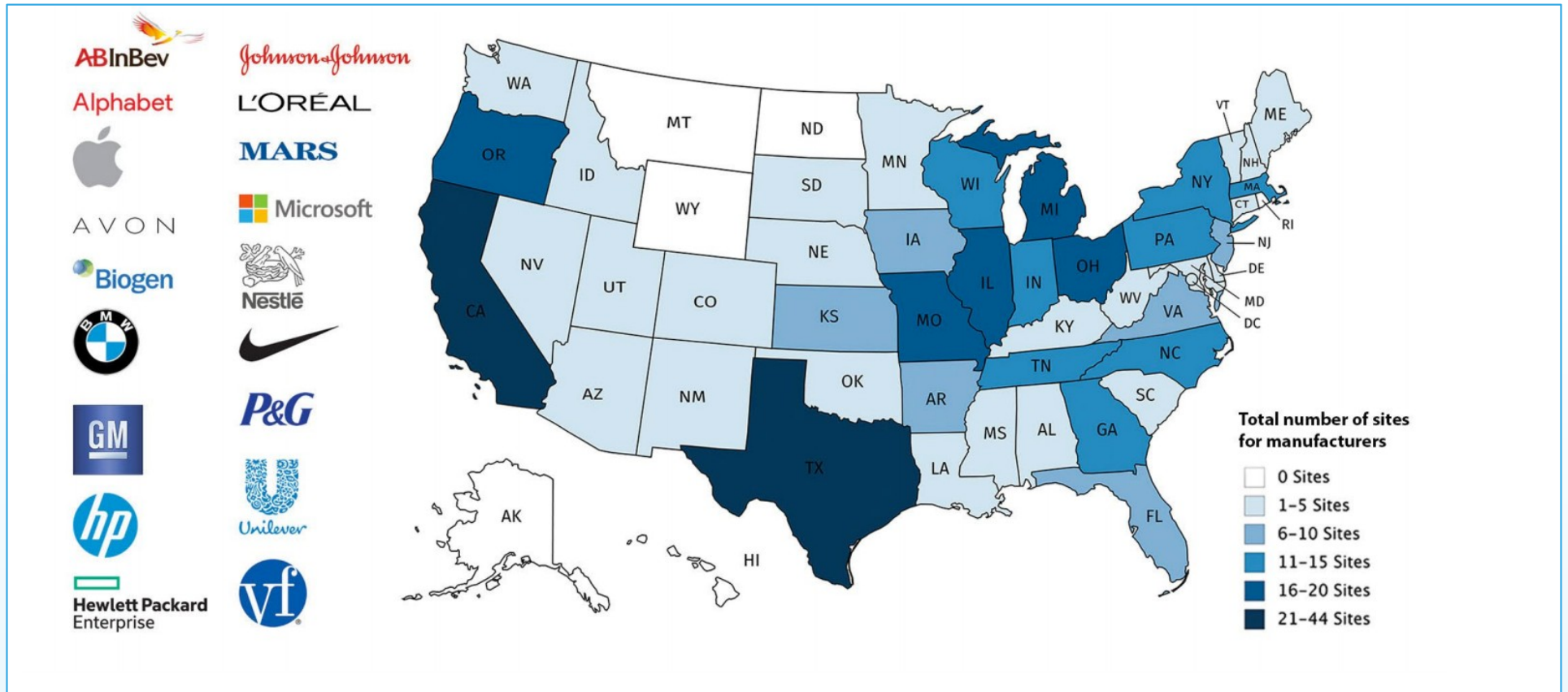
160 large manufacturing companies:

- 40 (25 percent) have renewable energy targets
- 18 have 100% renewable energy targets
- 132 (83 percent) have greenhouse gas reduction targets
- 22 have engaged in state renewable energy policy advocacy (2015-2017)

*Manufacturers with Renewable Energy Targets*

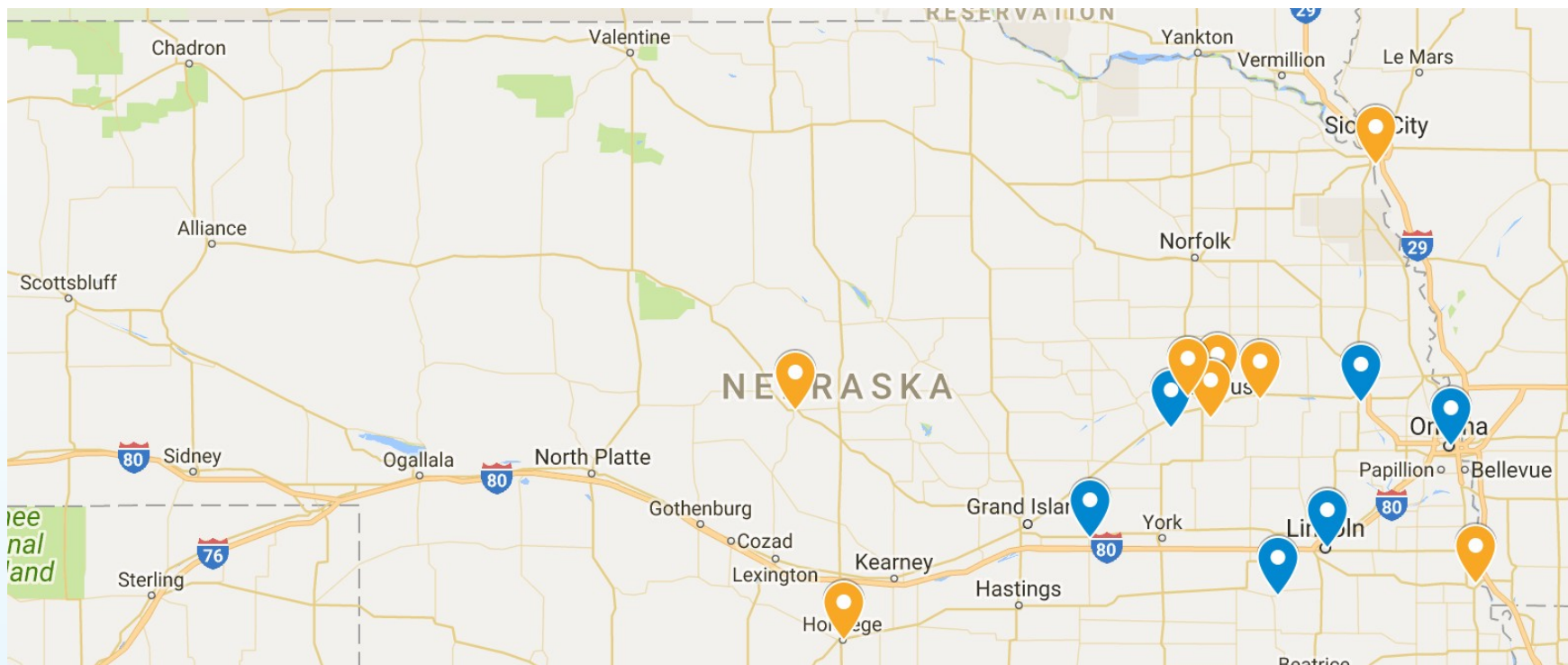


# Facility Locations for Manufacturers Committed to 100 Percent Renewable Energy



# Nebraska-Specific Findings

- 6 facilities from 4 manufacturing companies with 100% RE commitments
  - Procter & Gamble, Apple, Mars, and Kellogg
- 8 facilities from 3 other manufacturing companies with RE commitments
  - BD, Cargill and Tysons Foods





# Leadership Profile: General Motors Invests in Wind Energy in the Midwest

- GM Goal: 100 percent renewable electricity by 2050.
- New 200 MW wind purchase will power all Ohio and Indiana manufacturing facilities - 20% of their global electricity needs.



*Establishing a 100 percent renewable energy goal helps us better serve society by reducing environmental impact. This pursuit of renewable energy benefits our customers and communities through cleaner air while strengthening our business through lower and more stable energy costs.”*

—GM Chairman and CEO Mary Barra





## Renewables: The Economic Development Edge

*“For us, [renewable energy is] kind of a gate. If we couldn’t do that, we would not be here. To Iowa’s credit, Iowa saw this and had the vision to work with the utilities and so forth so it could happen.” – Apple CEO Tim Cook*

*“The availability of renewable energy choices is also a key factor for many of us when we choose where to do business.” - General Mills, GM, Nestlé, P&G, Target, Unilever, Walmart*

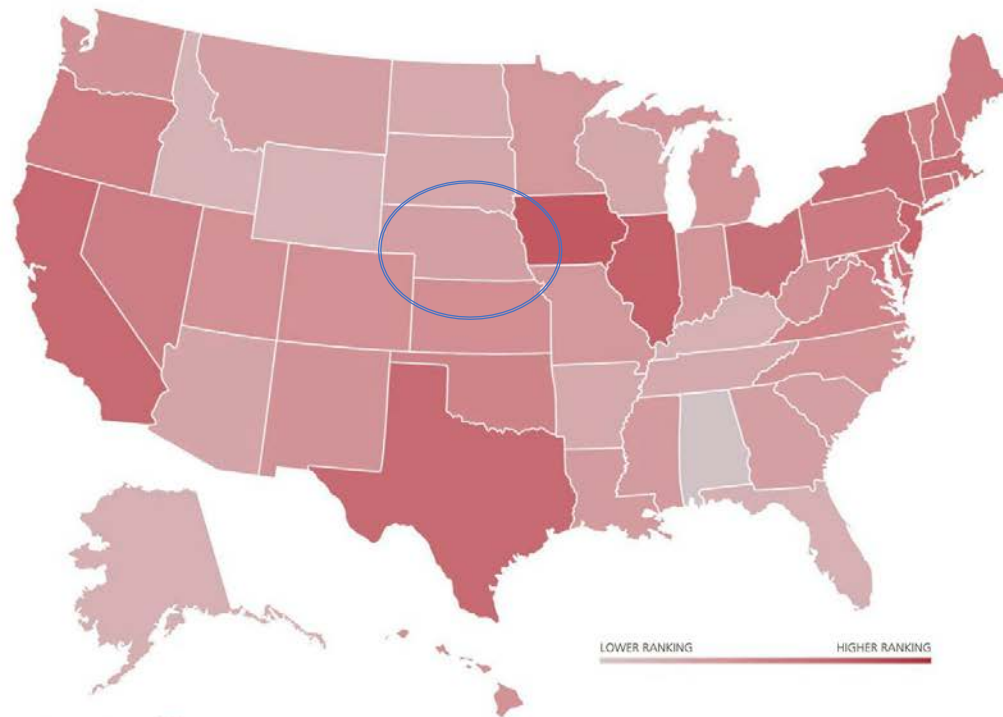
*“We urge state governments to look hard at steps they can take to promote customer choice for renewable energy so that they can open the doors to new investments.” - Adam Siegel, Senior Vice President, Retail Industry Leaders Association*



# How Does Nebraska Stack Up?

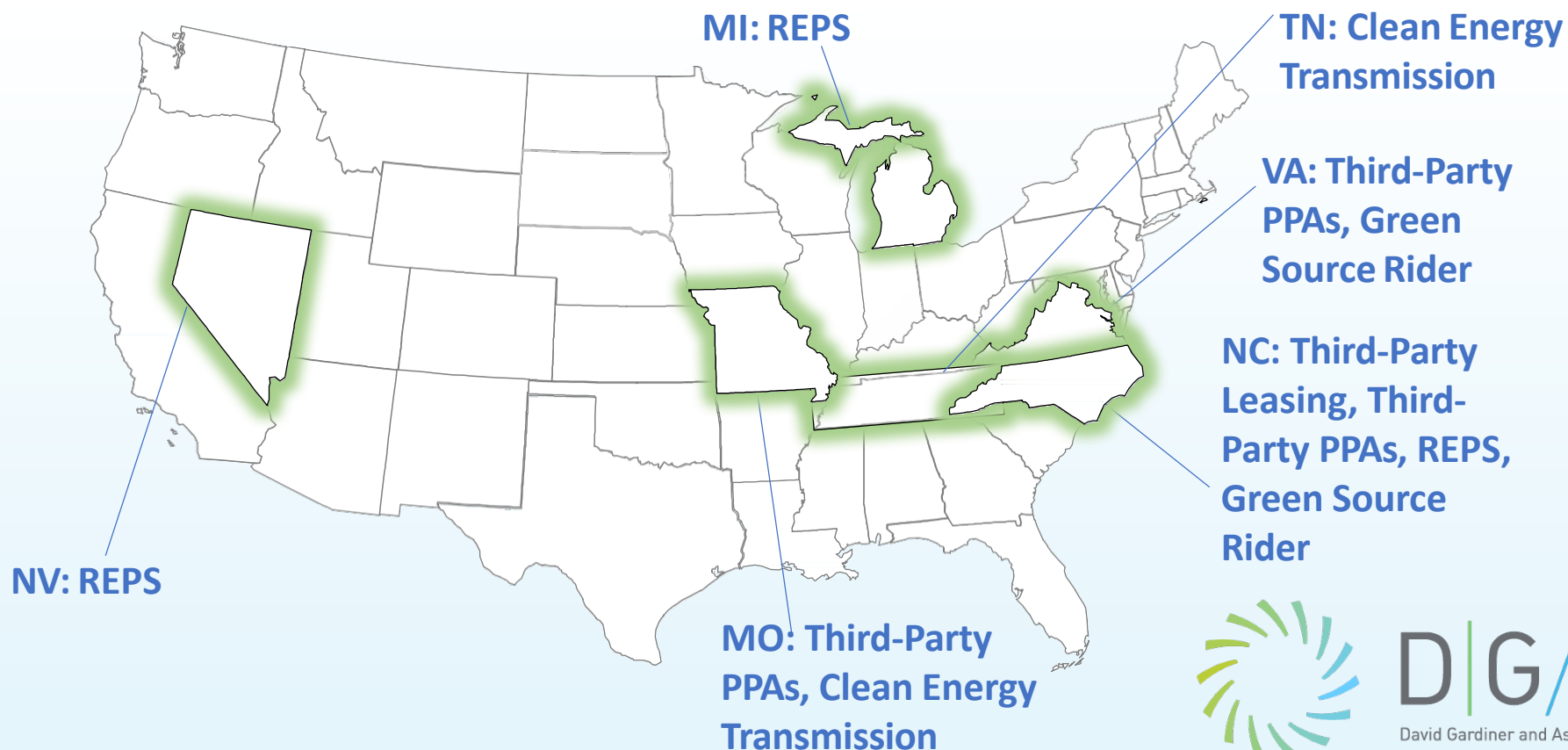
- The RILA/ITI Corporate Clean Energy Procurement Index gives Nebraska an overall ranking of 38 out of 50.

## CORPORATE CLEAN ENERGY PROCUREMENT INDEX: OVERALL RESULTS



RANK	STATE	INDEX SCORE
1	Iowa	74.73
2	Illinois	68.79
3	New Jersey	66.65
4	California	65.24
5	Texas	63.50
6	Massachusetts	60.64
7	New York	60.13
8	Ohio	59.66
9	Rhode Island	57.28
10	Connecticut	56.49
11	Maryland	56.04
12	Delaware	54.93
13	New Hampshire	53.31
14	Maine	52.95
15	Pennsylvania	51.53
16	Oregon	50.98
17	Nevada	49.99
18	Vermont	48.55
19	Oklahoma	46.18
20	Virginia	44.98
21	Kansas	40.09
22	Colorado	39.01
23	Utah	37.60
24	New Mexico	37.39
25	Hawaii	37.01
26	West Virginia	36.43
27	Washington	36.43
28	Indiana	35.30
29	Michigan	35.06
30	North Carolina	34.81
31	Minnesota	33.42
32	Missouri	31.56
33	Louisiana	29.93
34	Mississippi	29.56
35	Montana	27.42
36	South Carolina	27.34
37	Georgia	27.24
38	Nebraska	26.51
39	Arizona	24.33
40	Wisconsin	21.94
41	South Dakota	21.91
42	Arkansas	20.43
43	North Dakota	19.95
44	Tennessee	19.74
45	Florida	15.78
46	Kentucky	15.71
47	Alaska	15.56
48	Idaho	13.60
48	Wyoming	13.60
50	Alabama	1.82

# Renewable Energy Policy Advocacy by Manufacturers



# What States Can Do To Attract Business

- **Remove barriers** to renewable energy development and access, so manufacturers can buy power that is cheap and clean
- **Support customer choice policies**, such as third-party purchase agreements for onsite and offsite renewable energy
- **Foster dialogues** between utilities and large energy customers, to ensure easy development of the next generation of utility green tariff programs

*“It is critical that we continue developing the renewables, because, believe me, at the end of the day, if the Facebooks and the Googles and the PayPals and the Amazons think that we are not committed to renewable energy, they will not come here. Period, end of story.” - Ohio Governor John Kasich*

*“We met with the leaders from Microsoft, Google and Amazon, and they made it perfectly clear that they will only do business and create jobs in states that can provide renewable energy to power their operations.” – Virginia Governor Terry McAuliffe*